

## Issued pursuant to regulations 7 and 8 of the Banking and Financial Institutions (Disclosures) Regulations, 2014

### CONDENSED STATEMENT OF FINANCIAL POSITION AS AT 31<sup>ST</sup> DECEMBER 2020

(Amounts in million shillings)

	CURRENT QUARTER 31ST DEC 2020	PREVIOUS QUARTER 30TH SEP 2020
<b>A. ASSETS</b>		
1 Cash	3,046.06	1,915.94
2 Balances with Bank of Tanzania	11,445.37	10,363.37
3 Investments in Government securities	33,397.32	27,990.95
4 Balances with other banks and financial institutions	613.53	354.95
5 Cheques and items for clearing	111.28	67.33
6 Inter branch float items	(26.08)	(10.00)
7 Bills negotiated	-	-
8 Customer's liabilities for acceptances	-	-
9 Interbank Loans Receivables	2,566.40	3,310.60
10 Investments in other securities	-	-
11 Loans, advances and overdrafts (net of allowances for probable losses)	99,069.89	95,066.06
12 Other assets	20,012.34	19,546.89
13 Equity Investments	1,804.20	1,804.20
14 Underwriting accounts	-	-
15 Property, Plant and Equipment	3,370.16	4,769.19
<b>16 TOTAL ASSETS</b>	<b>175,410.47</b>	<b>165,179.47</b>
<b>B. LIABILITIES</b>		
17 Deposits from other banks and financial institutions	28,670.65	22,083.46
18 Customer deposits	99,473.60	96,488.94
19 Cash letters of credit	-	-
20 Special deposits	53.34	53.34
21 Payment orders/transfers payable	-	-
22 Bankers' cheques and drafts issued	23.07	23.07
23 Accrued taxes and expenses payable	410.80	231.12
24 Acceptances outstanding	-	-
25 Interbranch float items	-	-
26 Unearned income and other deferred charges	1,203.03	1,165.44
27 Other liabilities	3,914.04	3,885.66
28 Borrowings	10,920.25	11,364.48
<b>29 TOTAL LIABILITIES</b>	<b>144,668.79</b>	<b>135,295.51</b>
<b>30 NET ASSETS/(LIABILITIES)(16 minus 29)</b>	<b>30,741.68</b>	<b>30,102.67</b>
<b>C. SHAREHOLDERS' FUNDS</b>		
31 Paid up share capital	22,741.15	22,741.15
32 Capital reserves	4,104.05	4,104.05
33 Retained earnings	(3,431.67)	(1,080.33)
34 Profit (Loss) account	1,743.69	885.97
35 Other capital accounts	5,584.47	3,233.13
36 Minority Interest	-	-
<b>37 TOTAL SHAREHOLDERS' FUNDS</b>	<b>30,741.68</b>	<b>29,883.97</b>
38 Contingent liabilities	3,584.72	1,893.90
39 Non performing loans & advances	13,888.92	13,850.30
40 Allowances for probable losses	7,781.45	9,044.62
41 Other non performing assets	209.51	179.83
<b>D. SELECTED FINANCIAL CONDITION INDICATORS</b>		
(i) Shareholders Funds to total assets	17.5%	18.1%
(ii) Non performing loans to total gross loans	13.0%	13.3%
(iii) Gross loans and advances to total deposits	83.3%	87.8%
(iv) Loans and Advances to total assets	56.5%	57.6%
(v) Earning Assets to Total Assets	78.4%	77.8%
(vi) Deposits Growth	8.1%	14.8%
(vii) Assets growth	6.2%	9.5%

### CONDENSED STATEMENT OF CHANGES IN EQUITY AS AT 31<sup>ST</sup> DECEMBER 2020

(Amounts in million shillings)

	SHARE CAPITAL	SHARE PREMIUM	RETAINED EARNINGS	REGULATORY RESERVE	GENERAL PROVISION RESERVE	OTHER RESERVES	TOTAL
<b>Current Year 2020</b>							
Balance as at the beginning of the year	22,741.15	4,104.05	(580.33)	1,354.17	-	1,228.94	28,847.97
Profit for the year	-	-	1,743.69	-	-	-	1,743.69
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions with owners	-	-	-	-	-	-	-
Dividends Paid	-	-	(500.00)	-	-	-	(500.00)
Regulatory Reserve	-	-	-	-	-	-	-
General Provision Reserve	-	-	(2,351.34)	2,351.34	-	-	-
Others	-	-	-	-	-	650	650.03
<b>Balance as at the end of the current period</b>	<b>22,741.15</b>	<b>4,104.05</b>	<b>(1,687.99)</b>	<b>3,705.51</b>	<b>-</b>	<b>1,878.97</b>	<b>29,883.97</b>
<b>Previous Year 2019</b>							
Balance as at 1st January 2019	16,956.97	4,104.05	(1,968.72)	-	704.36	478.94	20,275.61
Profit for the year	-	-	2,038.19	-	-	-	2,038.19
Other Comprehensive Income	-	-	-	-	-	-	-
Transactions with owners	5,784.18	-	-	-	-	-	5,784.18
Dividends Paid	-	-	-	-	-	-	-
Regulatory Reserve	-	-	(1,354.17)	1,354.17	-	-	-
General Provision Reserve	-	-	704.36	-	(704.36)	-	-
Others	-	-	-	-	-	750.00	750.00
<b>Balance as at the end of the Previous period</b>	<b>22,741.15</b>	<b>4,104.05</b>	<b>(580.33)</b>	<b>1,354.17</b>	<b>-</b>	<b>1,228.94</b>	<b>28,847.97</b>

### SELECTED EXPLANATORY NOTES FOR THE QUARTER ENDED 31<sup>ST</sup> DECEMBER 2020

In preparation of the quarterly financial statements, consistent accounting policies have been used as those applicable to the previous year audited Financial Statements (if there were changes during the quarter, the changes be explained as per IAS 34 & IAS 8)

	Signed	Date
1 Godfrey Ndalaha (Managing Director)	.....	30 Jan 2021
2 Ester Bgoya (Acting Head of Finance)	.....	30 Jan 2021
3 Deogratius Thadei (Chief Internal Auditor)	.....	30 Jan 2021

We, the undersigned directors, attest to the faithful representation of the above statements. We declare that the Statements have been examined by us and, to the best of our knowledge and belief, have been prepared in conformance with International Financial Reporting Standards and the requirements of the Banking and Financial Institutions Act, 2006 and they present a true and fair view.

	Signed	Date
1 Zawadi J Nanyaro (Board Member)	.....	30 Jan 2021
2 Pamela Nchimbi (Board Member)	.....	30 Jan 2021

### MINIMUM DISCLOSURES OF CHARGES AND FEES

No.	ITEM/TRANSACTION	CHARGE/FEE TZS	CHARGE/FEE USD/EURO/GBP	
1	(a) Required minimum opening balance			
	Current account	100,000	100	
	Personal Saving account	20,000	10	
	Student account	5,000	n/a	
	Young Saver account	5,000	n/a	
	Joint account	100,000	100	
	Instant account opening	5,000	n/a	
	(b) Monthly service fee (breakdown per customer type)			
	Current account	10,000	10	
	Saving account	3,000	1.2	
	Student account	free	n/a	
	Young saver account	free	n/a	
	Joint account	2,000	1.2	
	(c) Cheque withdrawal over the counter	free	free	
	(d) Fees per ATM withdrawal	1,300	n/a	
	(e) ATM mini statement	200	n/a	
	(f) Interim statement per page			
	Current account	3,000	3	
	Saving account	1,200	1.2	
	(g) Periodic scheduled statement	1,200	1.2	
(h) Cheque book	500 per leaf	0.5 per leaf		
(i) Dishonoured cheque	1% of value min. 30,000 max. 300,000	1% of value min. 300 max. 300		
(j) Certificate of balance	25,000	25		
(k) Counter cheque	40,000	40		
(l) Stop payment	25,000	25		
(m) Standing Order	free	free		
(n) Balance enquiry at banking hall	1,000	1		
(o) New ATM card issuance	8,000	n/a		
(p) ATM card renewal or replacement (indicate costs for different card type)	10,000	n/a		
(q) Overdrawn account interest charge	2.25% per month	n/a		
(r) Unarranged overdraft (penalty)	2.25% per month	n/a		
(s) Interbank transfer	10,000	50		
(t) Bill payments through ATM	free	n/a		
(u) Deposit fee	free	free		
(v) Inward cheque clearing	6,000	6		
(w) Outward cheque clearing	12,000	12		
(x) Special cheque clearing	50,000	50		
2	Internet banking			
	(a) Registration	free	free	
	(b) Balance enquiry/mini statement	free	free	
	(c) Monthly charges	2,000	2	
	(d) Funds transfer	1,500	1.5	
	(e) TISS, MT Transfer	10,000	n/a	
	3	Mobile Banking		
		(a) Registration	free	free
		(b) Balance enquiry	200	n/a
		(c) Monthly charges	free	n/a
(d) Funds transfer		1,200	n/a	
(e) Instant account opening balance	5,000	n/a		
4	Foreign Exchange Transaction			
	(a) LC acceptance/settlement/payment commission	n/a	free	
	(b) LC opening commission	n/a	1.5% (negotiable)+swift charges	
	(c) LC amendment	n/a	150	
	(d) LC documents for collection	n/a	100	
	(e) Purchase/sale of TCs transactions over the counter	n/a	n/a	
	(f) Purchase of foreign cheque	n/a	n/a	
	(g) Sale/purchase of cash passport	n/a	n/a	
	(h) Telegraphic transfer	10,000	50	
	(i) Telex/SWIFT	10,000	50	
(j) Transfer from foreign currency denominated account to local current account (within bank and to other bank)	free	free		
5	Lending			
	(a) Loan Processing fee	2% of loan amount	negotiable	
	(b) Unpaid loan instalment	2.25% per month	negotiable	
	(c) Early repayment	50% of future interest	negotiable	
	(d) Valuation fees	negotiable with valuers	negotiable with valuers	
	(e) Loan Insurance fee	1% of loan amount	negotiable with insurer	
	(f) Interest rate - Business loan	22% per annum	negotiable	
	(g) Interest rate - Salaried loan	17% per annum	negotiable	
(h) Interest rate - SGL (Group Loans)	2.9% per month	n/a		
6	Fixed Deposit (FDR)			
	(a) FDR 3 months	Up to 8%	Negotiable	
	(b) FDR 6 months	Up to 9%	Negotiable	
	(c) FDR 9 months	Up to 10%	Negotiable	
	(d) FDR 12 months	Up to 11%	Negotiable	
(e) FDR above 100 million	Up to 12% (negotiable)	Negotiable		

KEY: n/a - not applicable  
p.a. - per annum

We, the undersigned have examined the above information and hereby declare that the information is true and correct to the best of our knowledge and information

	Name	Designation	Signed	Date
1	Mr. Godfrey Ndalaha	Managing Director	.....	30 Jan 2021
2	Ester Bgoya	Acting Head of Finance	.....	30 Jan 2021
3	Mr. Deogratius Thadei	Chief Internal Auditor	.....	30 Jan 2021

### CONDENSED STATEMENT OF PROFIT OR LOSS AND OTHER COMPREHENSIVE INCOME FOR THE PERIOD ENDED AS AT 31<sup>ST</sup> DECEMBER 2020

(Amounts in million shillings)

	CURRENT QUARTER 31ST DEC 2020	COMPARATIVE QUARTER (PREVIOUS YEAR) 31ST DEC 2019	CURRENT YEAR CUMULATIVE 31ST DEC 2020	YEAR CUMULATIVE (PREVIOUS YEAR) 31ST DEC 2019
1 Interest Income	6,126.91	4,862.48	22,587.60	19,585.71
2 Interest Expense	2,875.01	2,403.33	9,661.61	7,059.07
<b>3 Net Interest Income (1 minus 2)</b>	<b>3,251.90</b>	<b>2,459.15</b>	<b>12,925.99</b>	<b>12,526.64</b>
4 Bad Debts Written-Off	-	-	-	-
5 Impairment Losses on Loans and Advances	(1,263.17)	(900.99)	(1,263.17)	(1,193.09)
<b>6 Non Interest Income:</b>	<b>1,209.34</b>	<b>1,183.85</b>	<b>4,616.64</b>	<b>4,212.64</b>
6.1 Foreign Currency Dealings and Translation Gains/(Loss)	48.34	32.49	151.70	82.95
6.2 Fees and Commissions	1,041.14	852.52	3,736.71	2,938.31
6.3 Dividend Income	-	10.00	0.21	28.96
6.4 Other Operating Income	119.86	288.84	728.02	1,162.42
<b>7 Non Interest Expenses:</b>	<b>4,866.69</b>	<b>3,958.31</b>	<b>17,062.11</b>	<b>15,824.69</b>
7.1 Salaries and Benefits	2,739.23	2,480.24	9,763.17	8,560.17
7.2 Fees and Commission	-	-	-	-
7.3 Other Operating Expenses	2,127.47	1,478.07	7,298.94	7,264.52
<b>8 Operating Income/(Loss)</b>	<b>857.71</b>	<b>585.68</b>	<b>1,743.69</b>	<b>2,107.68</b>
9 Income Tax Provision	-	69.49	-	69.49
<b>10 Net Income/ (Loss) After Income Tax</b>	<b>857.71</b>	<b>516.19</b>	<b>1,743.69</b>	<b>2,038.19</b>
11 Other Comprehensive Income (itemize)	-	-	-	-
<b>12 Total comprehensive income/(loss) for the year</b>	<b>857.71</b>	<b>516.19</b>	<b>1,743.69</b>	<b>2,038.19</b>
<b>13 Number of Employees</b>	<b>232</b>	<b>212</b>	<b>232</b>	<b>212</b>
14 Basic Earnings Per Share	37.14	22.35	18.88	22.07
15 Number of Branches	8	8	8	8
<b>SELECTED PERFORMANCE INDICATORS</b>				
(i) Return on Average Total Assets	2.16%	1.50%	1.10%	1.43%
(ii) Return on Average Shareholders' Fund	11.51%	8.41%	5.85%	4.82%
(iii) Non Interest Expense to Gross Income	66.34%	65.47%	62.72%	66.49%
(iv) Net Interest Income to Average Earning Assets	9.59%	9.41%	9.53%	11.98%

### CONDENSED STATEMENT OF CASH FLOW FOR THE QUARTER ENDED AS AT 31<sup>ST</sup> DECEMBER 2020

(Amounts in million shillings)

	CURRENT QUARTER 31ST DEC 2020	COMPARATIVE QUARTER (PREVIOUS YEAR) 31ST DEC 2019	CURRENT YEAR CUMULATIVE 31ST DEC 2020	COMPARATIVE YEAR CUMULATIVE (PREVIOUS YEAR) 31ST DEC 2019
<b>I: Cash flow from operating activities:</b>				
Net income(loss)	857.71	585.68	1,743.69	2,107.68
Adjustments for:				
- Impairment/ Amortization	439.06	1,229.03	2,294.61	2,450.31
- Net change in Loans and Advances	(4,003.84)	(3,602.11)	(14,744.22)	(7,973.92)
- Gain/loss on Sale of Assets	-	-	-	-
- Net change in Deposits	9,571.86	(2,419.15)	31,384.47	2,386.10
- Net change in Short Term Negotiable Securities	(5,406.37)	1,631.21	(19,527.81)	(1,596.01)
- Net change in Other Liabilities	60.73	(6,843.09)	(162.83)	(6,920.52)
- Net change in Other Assets	903.84	3,447.73	(920.11)	2,079.82
- Tax Paid	-	(89.18)	(97.47)	(97.47)
- Others (SMR)	212.80	644.99	201.60	1,709.23
<b>Net cash provided (used) by operating activities</b>	<b>2,635.80</b>	<b>(5,414.88)</b>	<b>750.96</b>	<b>(5,854.78)</b>
<b>II: Cash flow from investing activities:</b>				
Dividend Received	-	-	10.20	18.96
Purchase of Fixed Assets	(409.32)	(572.70)	(910.54)	(874.39)
Proceeds from Sale of Fixed Assets	-	-	-	-
Purchase of Non-Dealing Securities	-	-	-	-
Proceeds from Sale of Non-Dealing Securities	-	-	-	-
Others (Purchase of Intangible Assets)	-	-	-	-
<b>Net cash provided (used) by investing activities</b>	<b>(409.32)</b>	<b>(553.74)</b>	<b>(900.34)</b>	<b>(855.42)</b>
<b>III: Cash flow from financing activities:</b>				
Repayment of Long-term Debt	(265.51)	(220.67)	(1,106.70)	(857.76)
Proceeds from Issuance of Long Term Debt	-	-	2,500.00	3,000.00
Proceeds from Issuance of Share Capital	-	6,534.18	650.03	6,534.18
Payment of Cash Dividends	-	-	(500.00)	-
Net Change in Other Borrowings	(441.15)	(1,210.24)	(1,798.50)	